

City of Nashua

LED Street Lighting Conversion Project

Philips Lighting North America

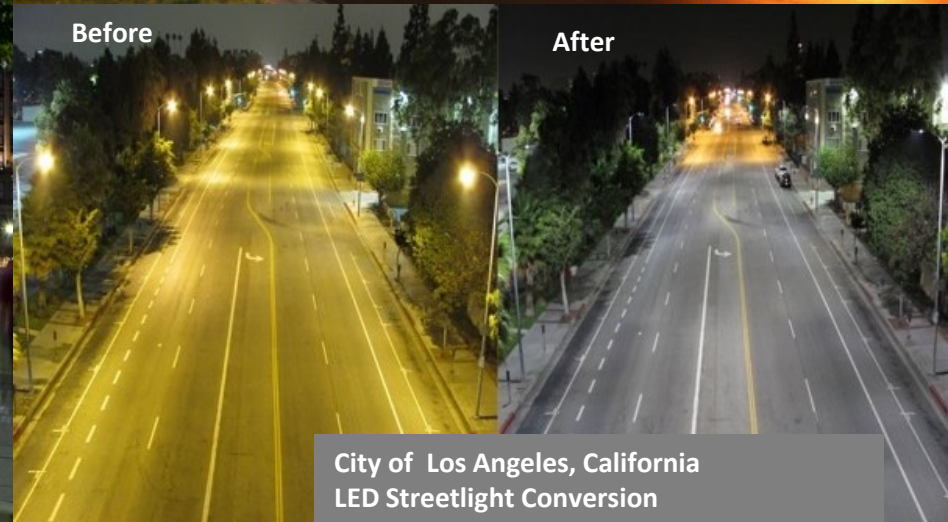
December 1, 2015

PHILIPS

Philips' Lighting Legacy

Rich heritage in lighting, LEDs and roadway

*Energy efficient,
best value LED
roadway lighting
solutions.*



Philips' Lighting Services

Support from start to finish, from building the product at the plant through the install and beyond, one company –Philips



Philips Lighting Team

Key resources here to support you

Philips will provide
Nashua with a
dedicated project
manager.

Account Manager for the City of Nashua – Philips has a local Regional Account Manager to assist you with navigating our portfolio of products and services. The account manager will bring resources and information forward to help you with lighting decision making. Bob Pustis, LC



Project Management – Philips will provide a dedicated on-site project manager for the duration of the LED street lighting conversion. TBD

Technical Support – From remote troubleshooting or technical support over the phone to field support services, Philips has the resources to assist Nashua to ensure your system is running optimally.

Customer Care – Our Customer Care organization will seamlessly support any of your post-implementation warranty needs quickly and hassle-free.

Philips' Lighting Process

Next Steps

- ✓ Contract signed – estimated Feb 1 2016
- ✓ City of Nashua issues Philips a Notice to Proceed
- ✓ Audit starts within 30 days March 1 2016
- ✓ Fixtures entered into plant SAP system for production *exact counts needed before ship date Feb 1 2016*
- ✓ Implementation commences – est April 2016
- ✓ Installation of LED luminaires (approximately 200 working days April to October)
- ✓ Implementation concludes and ongoing support services commence

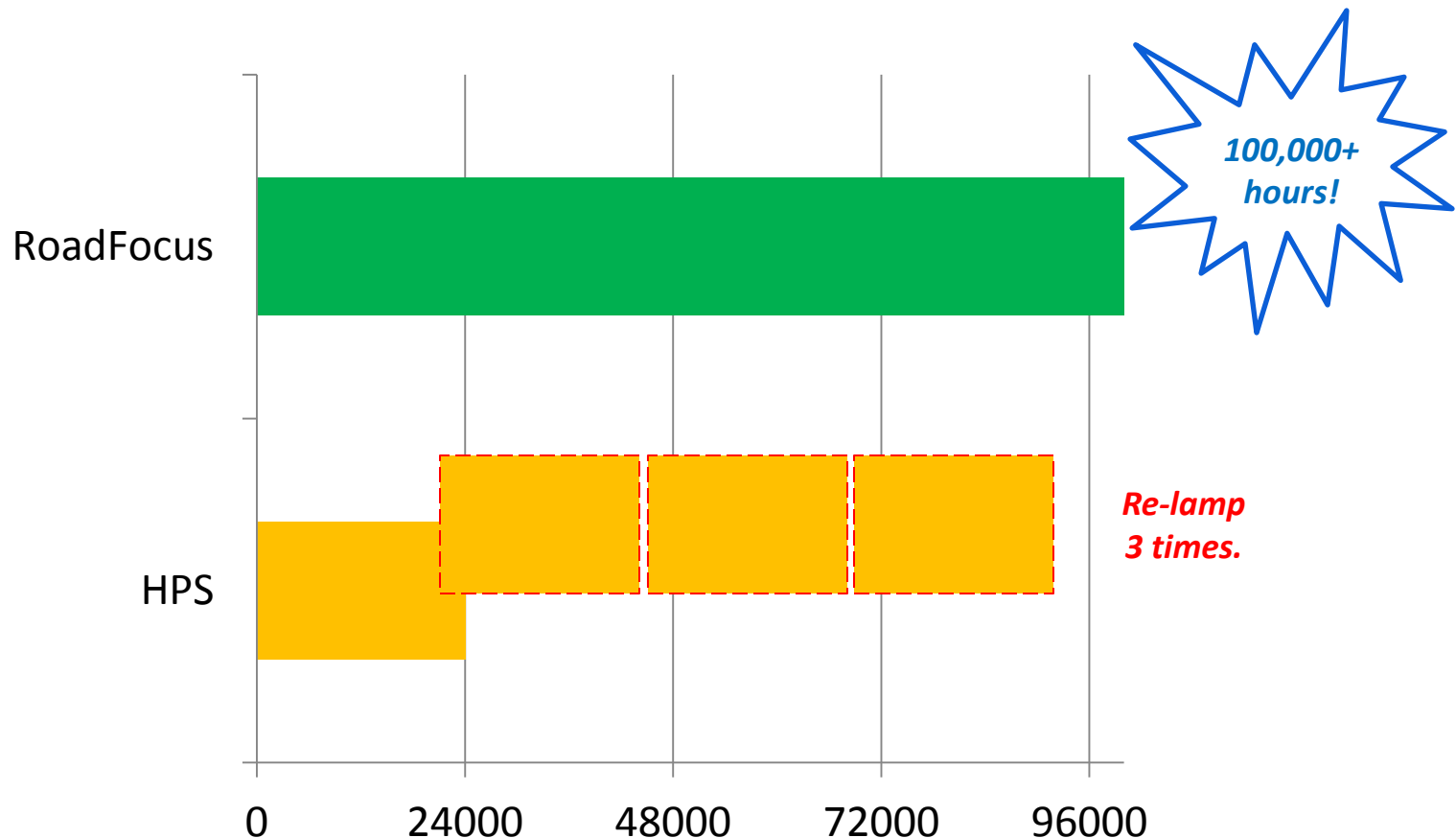


100,000+ hours of LED useful life means no re-lamping.

Product Details – LED vs. HID

Longer useful life means no re-lamping – which also saves money

Fixtures rated at 25Degrees Celsius.



Exterior – Cobra Head Fixture

Lumec: RoadFocus

Features:

- Familiar cobra head aesthetics by day
- Powerful 70-400W HID replacement illumination at night
- Seamless installation in new and existing areas across all roadway applications
- Optional stand-alone and connected outdoor LED lighting solutions further customize energy use and maximize the benefits of LED lighting
- Field upgradable connected lighting solutions

Applications:

- Parking Lots
- Site & Area
- Road and Street
- Parking Garages



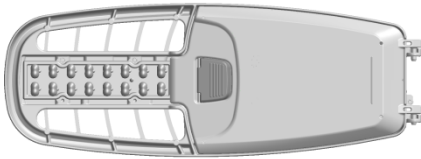
Broadest 70-400* family; 1050mA=↑performance @↓price.


Family Breadth

NOTE: Products shown are not to scale to enable all to fit on one page.

RFS Small

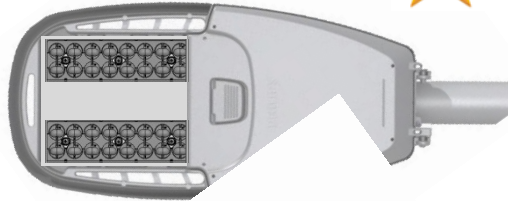
1 Board = 16 LEDs



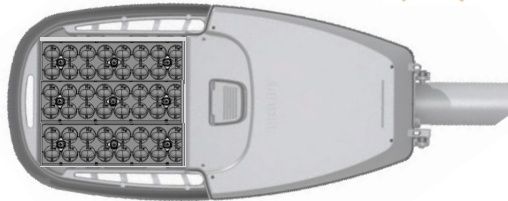
 = 1050mA available

RFM Medium

2 Boards = 32 LEDs

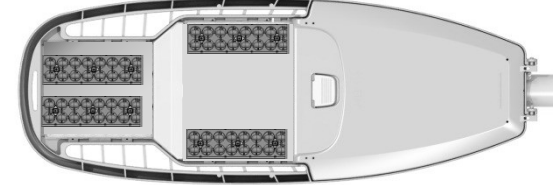


3 Boards = 48 LEDs

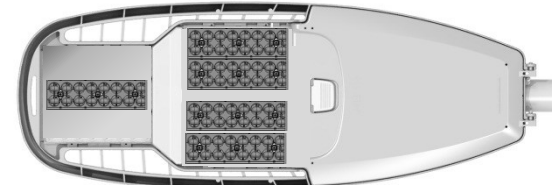


RFL Large

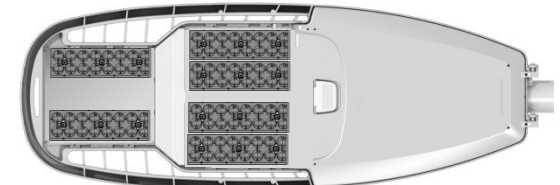
4 Boards = 64 LEDs



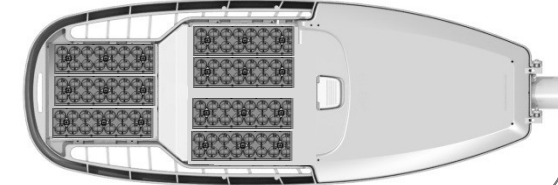
5 Boards = 80 LEDs



6 Boards = 96 LEDs



7 Boards = 112 LEDs



*NOTE: Guidelines for typical replacements for HID wattage range shown.
Replacements should always be confirmed with a photometric layout.

PHILIPS



Philadelphia's Avenue of the Arts



City of Boston



City of Buenos Aires

Why Philips?

- ✓ A trusted brand in lighting for over 120 years.
- ✓ World's largest lighting company using the most advanced and innovative technology.
- ✓ Unprecedented investment in LED research and development.
- ✓ State of-the-art research centers located throughout the U.S.
- ✓ Best in class solutions for every lighting need.
- ✓ Winner of U.S. Department of Energy's L Prize™.
- ✓ Employs more than 22,000 people throughout the United States.



PHILIPS



Thank You
Questions?